SEO China 2014 Summer Internship Program

Welcome to the 2014 SEO China Summer Internship Program. This program is held by Sponsors for Educational Opportunity China and co-sponsored by Gobi Partners, one of the leading venture capital firms in China. This program provides unparalleled opportunity for outstanding young Chinese students regardless of his/her background. SEO recruits will have the chance to be involved in the real business world, and Charity program, a key part of this internship, to give back to the society, since we believe that the success of an individual is beyond his/her own career achievements.

# [SEO China]

**SEO (Sponsors for Educational Opportunity)** is a non-profit organization that was established in New York City in 1963, aiming at providing opportunities and fair competition for minority students to excel in the workplace. Currently, there are offices set up in New York City, London, and Shanghai. These offices help highly achieving minority students to reach their career goals by providing internships in commercial and financial fields and opportunities leading to full-time employment work.

Over two decades ago, Mr. Thomas G. Tsao, a Harvard University graduate, joined Wall Street through the SEO-USA program. In 2002, after several years of working, Tom moved to China and became the co-founder and partner of Gobi Partners (www.gobi.cn). Tom was a big beneficiary of SEO and introduced the program to China in 2006. He believed that the preeminent Chinese students should also enjoy the infinite opportunities provided by SEO.

# [Sponsors]

## [Gobi Partners]

Gobi Partners was first established over ten years ago to focus on home-grown innovation that was emerging from IT, TMT convergence, and the digital media revolution in China. In these ten years, not only has the entire venture capital ecosystem made great strides forward, but we have also grown to be one of the leading early stage investors in IT in China.

Today, Gobi manages five funds, and has grown to six offices across China, Hong Kong, and Singapore. We maintain our investment focus on early stage, IT and digital media companies in China and Southeast Asia. As a pioneer in this field, we believe that the key to success is a consistent investment philosophy: focusing on core competencies and staying ahead of the curve.

## [SVB Capital]

SVB Capital is a venture capital investment arm of SVB Financial Group（NASDAQ:SIVB）the holding company of Silicon Valley Bank. SVB Financial Group is founded in 1983, headquartered in Silicon Valley, California with 27 offices in the States and global offices in China, United Kingdom, Israel and India. SVB Capital is specializing in fund of funds and direct investments. Currently it oversees and manages more than $1.5 billion of investment assets across four families of funds and special accounts with investments in 450+ funds. SVB Capital is well positioned in China, with over 16 years’experience as institutional fund of funds and has been elected as top 10 fund of funds in China and globally.

## [Tengyue Partners]

Teng Yue Partners, Lp is a financial investment advisory firm headquartered in New York, New York. The firm manages 3 accounts totaling an estimated $257 Million of assets under management. Teng Yue Partners, Lp's 7 employees help advise 1-10 clients.

## [Capvision Partners]

Capvision Partners Ltd. is a world-leading primary research firm that facilitates knowledge transfer and business between investors, business leaders, and professionals around the globe. Founded in 2006, Capvision is headquartered in China and conducts global operations to assist leading financial institutions and consulting firms in developing better insights into their choice markets. Capvision clients are above all partners; our mission is to provide unrivaled and fully compliant on-the-ground intelligence so that our partners can achieve maximum leverage with minimum effort in the highly mobile business world. We aspire to making business easier by providing professionals with the right resources they need to be successful.

# [Brief Introduction to the Program]

1. You will learn about how to be a venture capitalist through concrete practices concerning all aspects of capital operations.
2. You will be trained using real cases from Harvard Business School as well as interacting with people from the investment world.
3. You will get access to first-hand market information and work with others to complete industrial analysis reports.
4. You will get in touch with start-up companies and have the opportunity to communicate with the CEOs of these enterprises.
5. You will be involved with charity programs to help the community.
6. You will participate in SEO USA training program.

# [Criteria & Requirements]

1. Outstanding academic record and the ability to deal with difficulties.
2. Strong interests in digital media, finance, management, private equity and venture capital along with strong passion to be an entrepreneur.
3. Demonstrate teamwork, initiative, and social responsibility
4. Proficiency in English, both oral and written. (We will have an investment training suite in English before the start of the program.
5. Must be in your sophomore or junior year of college.

# [Application Process]

1. Log on at www.seo-china.org and register with verified personal information.

2. Complete all parts of the application including your Personal Information, Educational Background, Extracurricular Activities/Community Services, Internships/Part-times and Open Questions.

3. After submitting your application, please keep a hard copy of your completed application form for further reference and wait for our notice.

4. First round interview (Please take a hard copy of your application package with you, including your resume and related certificates.)

5. Final interview

You may check your status on our website: [www.seo-china.org](http://www.seo-china.org)